Exam Code: C_C4H47I_34

Exam Name | SAP Certified Application Associate – SAP Sales Cloud Version 2

Total No. of Questions: 80

Passing Percentage: 61%

Exam Duration: 180 Minutes.

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Question 1

What information is displayed under the Insight section of Lead Overview? Note: There are 3 correct answers to this question.

A. Calculated Key Factors
B. Dynamic Key Factors
C. Lead Conversion Trend
D. Static Key Factors
E. Score Trend

Answer: A B E

Question 2

You want to assign Leads that originate from source 'External Partner' to a sales employee. Which setting do you use to achieve this?

A. Qualifications
B. Lead Routing to Employee
C. Status
D. Party Schema

Answer B

Question 3

Which Machine Learning insight shows sentiment detection of surveys and emails?

A. Machine Translation
B. NLP Classification
C. Business Text Intelligence
D. Profanity Check

Answer B

Question 4

What feature of SAP Sales Cloud V2 provides Sales Representative with predictive insights?

A. Workspace
B. Guided Selling
C. Dynamic Playbook
D. Machine Learning

Answer D

Question 5

As a Sales Manager, you want to require the Sales Representatives to update the Revenue End Date when Opportunities are in the "Close" sales phase. What would be the best approach to achieve this in SAP Sales Cloud Version 2?

    A.   Configure a Playbook with a mandatory Action to update field.
    B.   Configure a Playbook with a mandatory Activity to update field.
    C.   Configure a Playbook with an Action to update field.
    D.   Configure a Playbook with an Activity to update field.

Answer A